

Subject: RE: Black Knight Patrol - PBID Proposal
From: Alan Johnson <AlanJ@Victory-Group.com>
Date: 02/13/2017 05:22 PM
To: Lorena Parker <lparker@sanpedrobid.com>
CC: "Eisenberg, Eric (ericeoban@gmail.com)" <ericeoban@gmail.com>, "Ben Schirmer" <ben@hcbf.org>, "Greg Morena (greg@thealbright.com)" <greg@thealbright.com>

Lorena-

I came up with that number by multiplying Black Knight's bid of \$2,376 per week by 52, the number of weeks in a year, which equals \$123,552 per year. Are you sure we are bidding apples to apples?

Alan

From: Lorena Parker [mailto:lparker@sanpedrobid.com]
Sent: Monday, February 13, 2017 4:38 PM
To: Alan Johnson <AlanJ@Victory-Group.com>
Subject: Re: Black Knight Patrol - PBID Proposal

Alan,

They are \$5.00 an hour more than universal. I'm not sure how you came up with that number.

Donte's rate is a little less per hour than theirs.

Lorena Parker
Executive Director
San Pedro Property Owners' Alliance
**San Pedro Historic Waterfront
Business Improvement District**
390 W. 7th Street | San Pedro, CA 90731
T 310.832.2183 | F 310.832.0685
Lparker@sanpedrobid.com
www.sanpedrobid.com

On Mon, Feb 13, 2017 at 4:13 PM, Alan Johnson <AlanJ@victory-group.com> wrote:

Lorena-

No I'm not suggesting we change companies but rather we get some bids to see if what we are paying is competitive with other service providers. We should do this on a regular basis with all our large vendors as we have a fiduciary responsibility to our members to get the best value we can.

But more importantly in reviewing the bid it looks like Black Knights is offering to do the work for \$2,376/week or \$123,552/year vs. Universal's \$157,412/year which works out to \$3,027/week. Am I missing something here?

So yes, please get a bid from Block by Block.

Alan

From: Lorena Parker [mailto:lparker@sanpedrobid.com]
Sent: Monday, February 13, 2017 3:56 PM
To: Alan Johnson <AlanJ@Victory-Group.com>
Cc: Eisenberg, Eric (ericeoban@gmail.com) <ericeoban@gmail.com>; Ben Schirmer <ben@hcbf.org>; Greg Morena (greg@thealbright.com) <greg@thealbright.com>
Subject: Re: Black Knight Patrol - PBID Proposal

Alan,

We paid them \$157,412.70. I know Block by Block and they will be much more expensive. I have not tried them. Are you suggesting we change companies?

Universal Protection Service

[157,412.70](#)

Lorena Parker
Executive Director
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On Mon, Feb 13, 2017 at 3:18 PM, Alan Johnson <AlanJ@victory-group.com> wrote:

Lorena-
What did we pay universal in 2016? Also did you get a bid from the firm Eric suggested? I think it was called Block by Block.
Alan

From: Lorena Parker [mailto:lparker@sanpedrobid.com]
Sent: Monday, February 13, 2017 1:05 PM
To: Alan Johnson <AlanJ@Victory-Group.com>

Subject: Fwd: Black Knight Patrol - PBID Proposal

Alan,

Here you go.

Lorena Parker
Executive Director
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----- Forwarded message -----

From: **Joe Pielago** <jpielago@sanpedrobid.com>
Date: Fri, Feb 10, 2017 at 9:50 AM
Subject: Fwd: Black Knight Patrol - PBID Proposal
To: Lorena Parker <lparker@sanpedrobid.com>

[San Pedro Property Owners' Alliance](#)

Joe Pielago
Tourism and Operations Manager

e: jpielago@sanpedrobid.com
o: 310-832-2183
c: 310-701-2980

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From: **Manuel Jimenez** <manuel.jimenez@blackknightpatrol.com>
Date: Fri, Feb 10, 2017 at 8:06 AM
Subject: Black Knight Patrol - PBID Proposal
To: Joe Pielago <jpielago@sanpedrobid.com>

Good Morning Joe,

I have attached the requested quote to the email , please let me know if you have any questions.

I have many letters of reference /recommendation I can provide upon request or even put together a presentation for your board.

I hope to hear back from you soon and look forward to working with your team.

Best regards,

Manuel Jimenez
Director of Security
Black Knight Patrol
213-985-6499
manuel.jimenez@blackknightpatrol.com
www.blackknightpatrol.com

 <https://docs.google.com/uc>

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